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Motivation via appreciation: good practice from ESP classes

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Language Centre Masaryk University, Czech Republic

LANGUAGE CENTRE

Faculty of Law

Faculty of Sciience

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ESP at Masaryk University

- Faculty specific courses (Bachelor's, Master's)
- Faculty of Law:
  - 5-year Master's (full-time students):
    English for Lawyers (Barbora)
  - Bachelor's (combined study mode):
    English for International Trade Law
    English for Administrative Law
- Faculty of Science
  - English for Biologist, **English for Mathematicians**, …

S21 ESP and the Popularization of Knowledge across Genres

- Popularization – teacher's or students' role?
- "experts" communicating the knowledge
- Popularization of the content as well as skills
- Examples of activities – English for International Trade Law, English for Mathematicians
  - Appreciated output
  - Everybody involved
  - Increased motivation

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English for International Trade Law

- part time students with diverse experience (some completely without field specific experience)
- bachelor's study programme
  - 2 semesters, 10 hours a semester (in 2 sessions)
  - pre-session tasks → seminars → after-session tasks
  - specific content combined with language skills and soft skills

Chapter	specific content	soft skills
Basic concepts	international trade public int'l law private int'l law	textual transformation, formal X informal register
Int'l trade organizations	WTO, …	presentation skills – use of visuals
Export & import transactions	contracts: elements, parties, breach	writing emails
Incoterms	Incoterms	client interview (advising)
International payment	bills of exchange	writing letters

Chapter	specific content	soft skills
Commercial Contract Structure	parts of contract, drafting a contract	negotiation writing a memo
CISG	commentary to CISG sample articles	presentation skills
International Sale Contract	contract templates term sheets	legalese X plain English
agency and distributorship	agency agreement distributorship	negotiation
exam practice	innovated, standardized exam: listening, reading,	

Popularizing the content – delivery terms (INCOTERMS), payment mechanisms, ROT clause …

- Pre-session task: getting familiar with the principles
- In-class session:
  - Introduction: experts – real situations, examples, advantages, problems
  - Checking understanding of the basic concepts
  - Output: advising, negotiating, discussion (emphasis on the process and skills, not the details of the results)
- After-session task: writing, e.g. a follow-up email

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Incoterms - pre-session task

Search for information about the Incoterms and prepare a presentation which explains all the points from the following slide:

INCOTERMS
what? who for?
aim
1936
how often are they modified?
Incoterms 2010:
- categories and rules
- advantages compared to Incoterms 2000

Record your presentation using either a mobile phone or online voice recordings. The length of the presentation: 2-3 minutes.

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Seminar work

- Experts = students with experience
- Group work – experts + non-experts
- Advising on Incoterms:
  - Useful language
  - Role plays

. . . The seller hands over the goods, cleared for export, into the carrier (named by the buyer) at the named place. The seller pays named point of delivery, and risk passes when the goods are han carrier.

. . . The seller pays for carriage. Risk transfers to buyer upon ha the first carrier.

ROLE-PLAY 1:
Student A: You'd like to export spices, you want to use airplanes for transporting and you want to take care of the transport. You also want to arrange the insurance as you are able to obtain rather good conditions for it. You've come to see an expert who will advise you on which Incoterm is suitable. You don't have any experience with the Incoterms.

ROLE-PLAY 1:
Student B: You're an expert specialized in drafting international contracts of sale. You have a new client who needs advice on using the Incoterms. Suggest the most appropriate Incoterm for the situation and explain the details resulting from this.

INCOTERMS® 2010 RULES
CHART OF RESPONSIBILITY

	Any Transport Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Charges/Fees	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivered Duty Paid
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
rges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port/	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
inal	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
rriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
rges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
e						Seller		Seller			
rminal	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

INTERNATIONAL BUSINESS TRAINING®
1-800-641-0920 www.i-b-t.net
This chart is designed to provide a basic level of understanding of Incoterms® 2010 Rules and Definitions. For a fuller explanation of the trade terms refer to the ICC website or visit www.i-b-t.net/incoterms.asp.

* Seller is responsible for loading charges, if the terms state FCA at seller's facility.

Popularizing skills - Negotiation

a series of microtasks

- lead-in “Do you negotiate in your life? Who with? Do you have any favourite strategies?” - important
- negotiating contractual terms:
  - Simplest strategy – horse trading
  - Useful language

    (diplomatic language, (dis)agreeing, …)
  - Controlled practice (we’d … if you …)
  - Free practice: best contractual terms fitting the situation

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Student A: You are negotiating on behalf of the A-Tools Inc. – a machine toolmaker:

A-Tools is in discussion with B-Instruments to buy a machine – M123.

You have the following instructions from A-Tools:

A-Tools

want to buy the machine M123 with about 10% discount

are interested in the future cooperation (planning to buy other two machines after 3 months, if the first machine is ok)

can become a very important customer for B-Instruments

can pay shipping and installation of the machine

are not willing to pay insurance (it's quite expensive in their country)

would like extended 6-year warranty

Student B: You are negotiating on behalf of the B-Instruments – selling machines for making tools:

B-Instruments is in discussion with A-Tools to sell a machine – M123.

You have the following instructions from B-Instruments:

B-Instruments

want to sell to A-Tools, they can become an important customer

can offer a discount 5%

the discount can be more only if some other costs are paid by A-Tools:

7% discount + shipping costs

9% discount + shipping costs + installation

11% discount + shipping costs + installation + insurance

can offer 5-year warranty

ICC Model International Sale Contract

ICC Model International Sale Contract (Manufactured Goods Intended for Resale)

A. SPECIFIC CONDITIONS

These Specific Conditions have been prepared in order to permit the parties to agree the pa
their sale contract by completing the spaces left open or choosing (as the case may be) bet
alternatives provided in this document. Obviously this does not prevent the parties from ag
or further details in box A-16 or in one or more annexes.

SELLER name and address	CONTACT PERSON name and address	BUYER name and address	CONTACT PERSON name and address

The present contract of sale will be governed by these Specific Conditions (to the extent th
boxes have been completed) and by the ICC General Conditions of Sale (Manufactured Go
Resale) which constitute part B of this document.

SELLER
signature

place

B. GENERAL CONDITIONS

Art. 1 GENERAL

1.1 These General Conditions are intended to be applied together with the Specific Conditions (part A) of the International Sale Contract (Manufactured Goods Intended for Resale), but they may also be incorporated on their own into any sale contract. Where these General Conditions (Part B) are used independently of the said Specific Conditions (Part A), any reference in Part B to Part A will be interpreted as a reference to any relevant specific conditions agreed by the parties. In case of contradiction between these General Conditions and any specific conditions agreed upon between the parties, the specific conditions shall prevail.

1.2 Any questions relating to this Contract which are not expressly or implicitly settled by the provisions contained in the Contract itself (i.e. these General Conditions and any specific conditions agreed upon by the parties) shall be governed:
A. by the United Nations Convention on Contracts for the International Sale of Goods (Vienna Convention of 1980, hereafter referred to as CISG), and

You have the following information:

Mr Simon Novy is a representative of the company New Brno International, s.r.o. seated in the Czech Republic, Technicka 2, 616 00 Brno. He has entered into negotiations with Mr Allan Bell, a representative of the company Continental Export plc seated in London, 7 Smithfield Terrace, UK, and they have agreed that the British company will sell to the Brno company 1500 English widgets (specifications: Model - Classic, Size 13, Colour – dark blue) at the price of 1,571,000 Euro. The British company has obliged itself to ensure the delivery of the goods to the port of Dover to the seat of the carrier company TRANSWORLD plc seated in 13 East Lane Dock, Dover, whose representative is Mr Tom Bungee. The parties have agreed that the Buyer would have the right to inspect the goods at the Carrier's terminal in Dover before being loaded aboard the ship. The parties have also agreed that the

Pair-work. Compare and discuss the ICC Model International Sale Contract you have filled in with the neighbour: you both work for the New Brno International, your common language is English and you are responsible for the contract.
Discuss your templates –
have you prepared the same contract?
Discuss carefully especially the articles on delivery terms and payment conditions.
useful phrases:
Let's have a look at …
Now let's move on to Article …
I can see we agree on this article.
This article is different - why did you write/decide for/… this?
Do you think the English company will like this option?
Which options have you chosen for the following articles and why?

A-3 DELIVERY TERMS

A-6 RETENTION OF TITLE

A-7 PAYMENT CONDITIONS

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ROT clause

Student A:
You are an exporter. The other party has sent you their contract template. You do not agree with the highlighted parts. You would like to include the ROT (Retention of Title) clause and/or you would like to get a partial advance payment. You know you can become a very important business partner for the other company, but at the same time you are also interested in a good long-term relationship with them. *Negotiate better terms and adapt the contract template - rewrite the clause according to the results of your negotiation.*

4. The title in the Goods shall pass to Buyer immediately upon delivery of Goods to the Buyer's carrier. Risk of damage to or loss of the Goods shall pass to the Buyer at the time of delivery.
5. Seller shall send the Buyer documents related to the Goods within 15 days after delivery of Goods and at the Buyer's address set out in herein.

III.
Purchase Price

1. The Buyer shall pay the Seller the purchase price of the goods amounting EUR …….. (hereinafter referred to as the „Purchase Price").
2. The Purchase Price shall be due upon the invoice issued and sent by the Seller not later than 10 days from delivery and collection of Goods by the Buyer. The invoice shall be payable not later than 21 days from the issue of the invoice by Seller.

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ROT clause

STUDENT B:
You are an importer. You have sent your contract template to the other party. You expect that they will not agree with the highlighted parts: they may want to include the ROT (Retention of Title) clause and they are used to a full or partial advance payment. They can become a very
important business partner for your company. You are willing to make concessions, but you want faster delivery of the documents and if you make a partial payment in advance, you want a later due date for paying the rest.
Negotiate new terms and adapt the contract template –
rewrite the clause according to the results of your negotiation.

4. The title in the Goods shall pass to Buyer immediately upon delivery of Goods to the Buyer's carrier. Risk of damage to or loss of the Goods shall pass to the Buyer at the time of delivery.
5. Seller shall send the Buyer documents related to the Goods within 15 days after delivery of Goods and at the Buyer's address set out in herein.

III.
Purchase Price

1. The Buyer shall pay the Seller the purchase price of the goods amounting EUR …….. (hereinafter referred to as the „Purchase Price").
2. The Purchase Price shall be due upon the invoice issued and sent by the Seller not later

English for Mathematicians

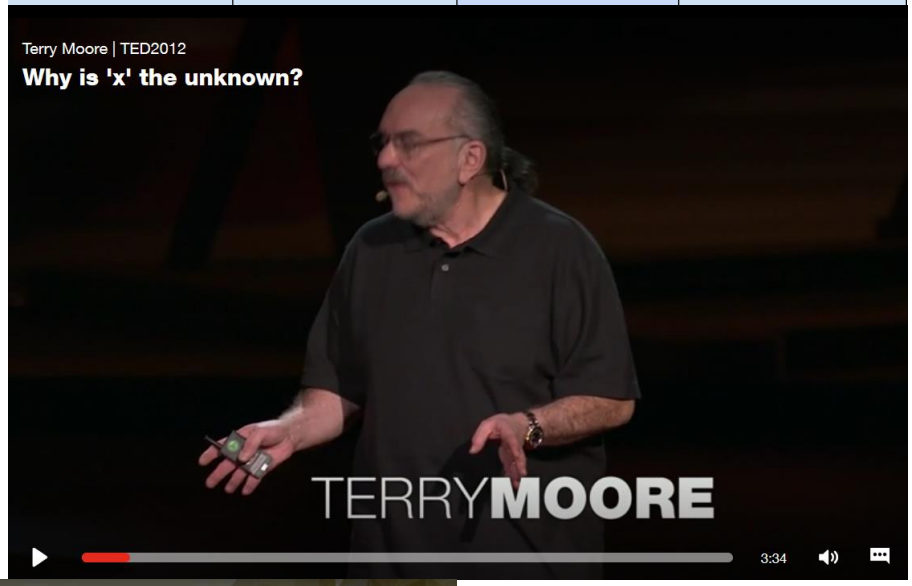
- Bachelor's study programme
- heterogeneous group
- max. 5 students with the same specialization in a group
  - General mathematics
  - Mathematics and Economics (Applied Mathematics)
  - Financial and Insurance Mathematics
  - Statistics and Data Analysis
  - Mathematics for education (future teachers of mathematics and another subject)

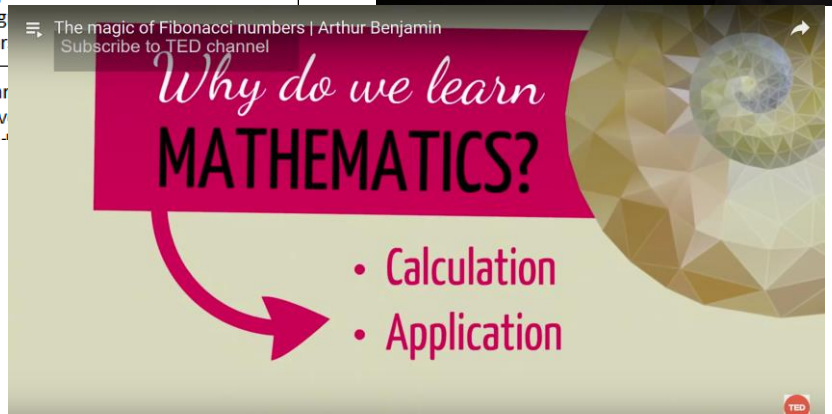
Popularization by students

- Varied topics, tasks where everybody can be an expert during the semester (appreciating information from other fields)
- Personalized tasks – enthusiasm of authors motivating for the audience
  - Selecting a video – any related to the field of study + TED talk related to mathematics
  - Poster – “The role of mathematics in my studies/future” presented in groups

//www.yo .com/wat lOIP_Z_-0 dex=9&lis 7CBA45AE 3B8	I like the idea that maths is everywhere around us, that is why a have chosen this video. The woman is talking firstly about petals and their ideal positions. Then she shows that the whole nature uses these Fibonacci numbers and special angle system. I wanted to show my classmates that we can find maths also in nature.	-Fibonacci sequence -spirals -angle -geometric proportions -fractions -even numbers -rational -irrational -integers -ratio -rectangle
//www.yo .com/wat Qcmdb25	I have chosen a bit different video than others. This video doesn´t deal with pure mathematics, but it is about application of mathematics in genetics. One reason why I have chosen this video is that I study mathematical biology and I wanted to show you one field where mathematical biologist could specialize in. And the second reason of choosing this video is that I just love genetics and therefore I wanted to share this video with you.	-to occur (an event will occur) -to range (range from x to y) -to solve (to solve a problem) -to write out -to sort out -to inherit -to develop the disease -to fill out -to overlap (where sets overlap) -to become less likely -probability -upper-case letter -lower-case letter -offspring -Venn diagrams -unions and intersections -independent event -pedig -super
//www.yo .com/wat	Interesting and educational video about Simple Interest	-to ear -to inv

Week 5	Week 6	Week 7	Week 8
TED talk homework:	TED talk homework:	TED talk homework:	TED talk homework:
Tuesday 8:00, 20/3: 1. Peter H. 2. Lucka 3.Vladimíra Hladká	Tuesday 8:00, 27/3 1. Lenka Kováčová 2. Kateřina Binarová 3. Aneta Benešová	Tuesday 8:00, 3/4 1.Valerie Mišunová 2.Monika Vjatráková 3. Ivana Šimalová	Tuesday 8:00, 10/4 1.Ludmila Linhartová 2.Peter Polakovič 3. Tereza Grùzová 4. Sofia





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The aim of the task:

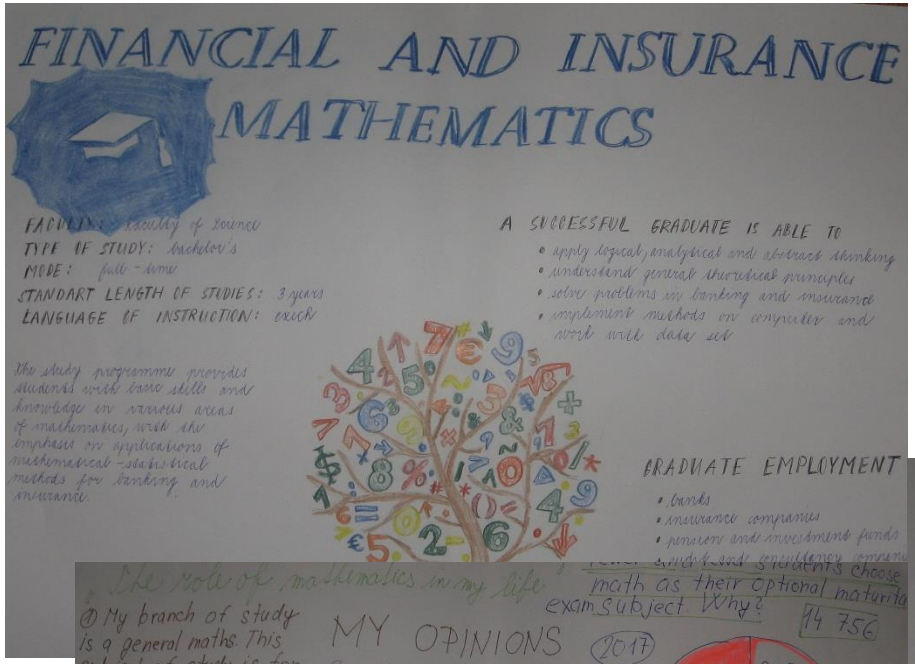
- **You should demonstrate**
  - **your knowledge of academic vocabulary related to your studies**
  - **your ability to express ideas related to your studies and future career**

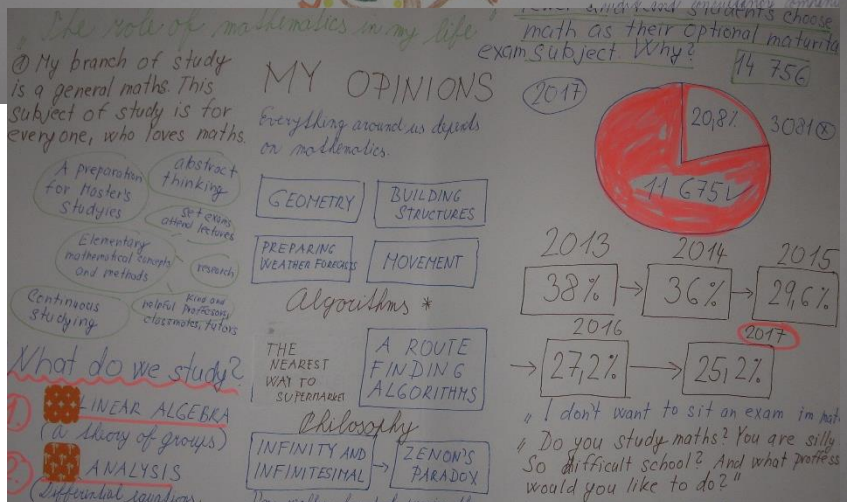
Posters

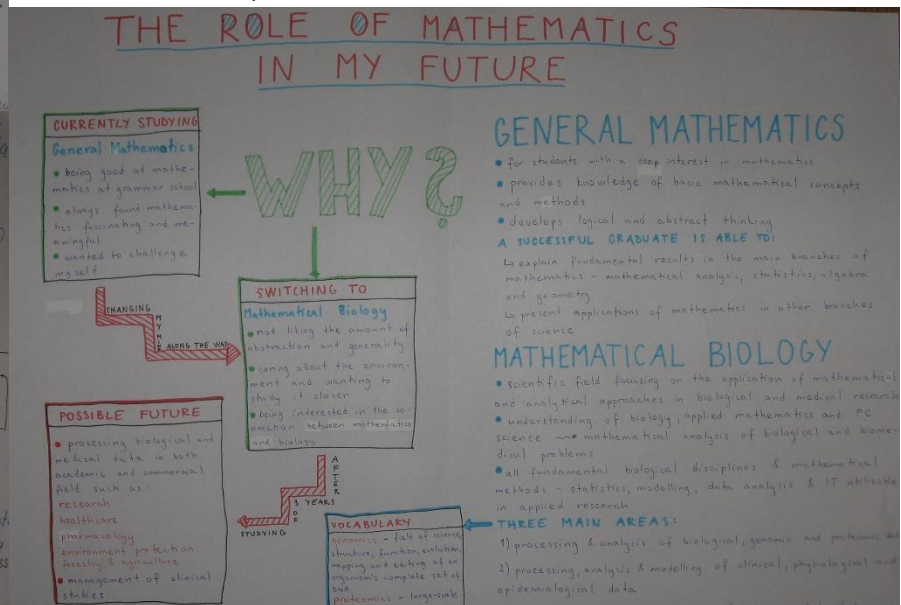
Content
- your field(s) of study - description
- your opinions, comparison, …
- your possible future (realistic, ideal, …)

Language
- use academic English
- check the English expressions, e.g. in the IS MU
- check your spelling

Graphical presentation
- text
  - reduced to points
  - easily visible
- structure
  - simple lay-out (from left to right, from top to bottom)
  - charts, arrows, …
- pictures, colours







Financial and Insurance Mathematics

FACULTY: Faculty of science
TYPE OF STUDY: Bachelor's
STUDY PROGRAMME: Financial and Insurance
LENGHT OF STUDY: 3 years
LANGUAGE OF STUDY: czech

MAIN PURPOSE OF STUDIES

This study programme provides theoretical and practical knowledge of mathematical models and analytical methods for working in bank and insurance sectors.

EMPLOYMENT OR MASTER STUDY

You can find job or continue in the following Master's degree programme.

Employment

- In banks or financial companies
- In insurance companies
- As financial analyst

BASIC SUBJECTS

- Mathematics of Finance
- Mathematics of Insurance
- Mathematical Analysis
- Linear Algebra and Geometry
- Microeconomics

AFTER STUDY PROGRAMME

Students should know:

- Apply analytical and logical thinking
- Solve bank and insurance problems
- Work with numerical data on computers
- Understand general theoretical principles

THE ROLE OF MATHEMATICS IN MY STUDIES/FUTURE

MY FIELDS OF STUDY

x Mathematics with a view to Education
- Faculty of Science
- Bachelor's degree programme
- mathematical education (linear algebra, geometry, mathematical analysis...)

+ Basic of pedagogy, methodology and psychology

x Music for Education
- Faculty of Education
- Bachelor's degree programme
- music education (Concrete history, music theory, playing an instrument, ...)

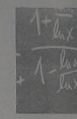
+ Basic of pedagogy, methodology and psychology

MY OPINIONS
- a lot of information
- interesting subjects
- excellent professors
- good coffee

MY COMPARISON

⊕ for Faculty of Science
- nice overcrowding of school

⊕ for Faculty of Education
- opening hours of library



MY POSSIBLE FUTURE

x ideal view
- after graduating Bachelor's degree + follow-up
- teach mathematics and music as grammar
- be an excellent and favourite teacher
- prepare my future students for their future life
- have nice, clever and amazing students

x realistic view
- after graduating Bachelor's degree + follow-up
- teach mathematics and music as grammar
- have some students who dislike mathematics
- have some students who don't do homeworks
- have some clever and amazing students
- try to prepare my future students for their

The role of mathematics in my studies and future

y: Faculty of Science
me: Mathematics
node: full-time, single-
ted, Bachelor's degree
gramme

$$\frac{1}{4} + \frac{1}{4} + \dots = 1$$

Mathematics

prepare students for follow up studies
student should be able work in field of Informatics or financial and Insurance Mathematics
Mathematical analysis, Linear Algebra, and Gamedev, Algebra, Discrete mathematics

$$e^{i\pi} + 1 = 0$$

Comparison of faculties

Faculty of Science:
- big
- old and slow PCs

Faculty of Informatics
- Foundations of Programming
- Seminar tutors = Students
- more comfortable chairs

Faculty of Sport Studies
- no lessons in week 13
- ability to miss 3 lessons

$$\int \frac{\sin x}{\sin x + \cos x}\,dx$$

Mathematical future
- Teaching
- Data analysis
- Financial and Insurance Mathematics

$$\begin{aligned} x + 2y &= 3 \\ 3x - 3y &= 5 \end{aligned}$$

Non-mathematical future
- Informatics
- Driving school

STUDIES → FUTURE

- I study STATISTICS AND ANALYSIS OF DATA

CONTENT
- ENGLISH FOR MATHEMATICIAN
  - technical English, description of problems in math
- MATHEMATICAL ANALYSIS
  - graphs, derivate, integrals, metric spaces
- ALGEBRA
  - abstract sets, groups
- FINANCIAL MATHEMATICS
  - financial sector, investment, saving, pensions
- LINEAR ALGEBRA
  - geometrical field

EXPECTATION:
I expected something very different. I thought that I will study some methods of working with data. Also little bit of programming and maybe "higher" level of mathematics. Studies more specific and more interesting.

REALITY:
I was very disappointed. Studies is very abstract and it is hard to imagine things which we learn. I'm not very interested in this studies.
I have two options: → I stay at the university and obtain BACHELOR'S DEGREE

→ I change the field
- I start a new specialisation
- I start working

- I'm not decided what I will do in the future
- I don't want to be without education → I finished as universal → I stay in my specialization / find something better for me.

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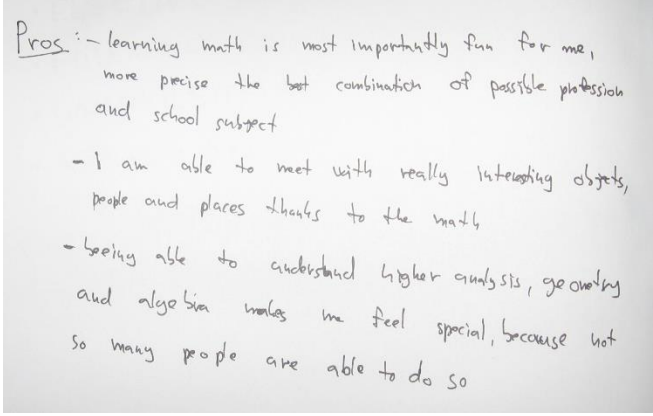
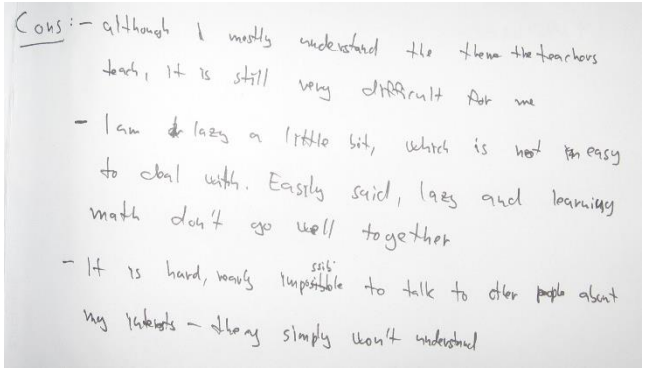
Popularization is part of ESP


Pros: – learning math is most importantly fun for me, more precise the best combination of possible profession and school subject
– I am able to meet with really interesting objects, people and places thanks to the math
– beeing able to understand higher analysis, geometry and algebra makes me feel special, because not so many people are able to do so


Cons: – although I mostly understand the theme the teachers teach, it is still very difficult for me
– I am a little bit lazy, which is not easy to deal with. Easily said, lazy and learning math don't go well together
– It is hard, nearly impossible to talk to other people about my interests – they simply won't understand

- explaining the field specific knowledge
- encountering some content
  in English for the first time
  (first-year undergraduates)
- some students feel they will need to popularize their field in the future (mathematics)

- it helps keep Ss motivated and engaged
- Ss are eager to appreciate the knowledge
- Encreases enthusiasm and motivation

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Thank you for listening, questions, sharing your experience, …

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References:

- Incoterms Table: http://www.i-b-t.net/incoterms.html
- TED talks:

https://www.ted.com/talks/terry_moore_why_is_x_the_unknown?language=en
https://www.ted.com/talks/arthur_benjamin_the_magic_of_fibonacci_numbers